



**GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Pricelist**

On-line access to contract ordering information, terms and conditions, up-to- date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is: GSAAdvantage.gov.

**FEDERAL SUPPLY SCHEDULE CONTRACT FOR MISSION ORIENTED BUSINESS
INTEGRATION SERVICES (MOBIS)**

For more information about ordering from Federal Supply Schedules, click the "FSS Schedules" button at fss.gsa.gov.

Contract Number: GS-10F-0233K

Renewal Period: May 8, 2015 – May 7, 2020

Contractor: Cambria Consulting, Inc.
One Bowdoin Square, 9th Floor
Boston, MA 02114-2919
617-523-7500
617-523-7817 (fax)

www.cambriaconsulting.com

Contact: Stephen Neubert, Partner (legal@cambriaconsulting.com)

Business size: Small business per the revenue guidelines provided by SBA

Customer Information

1. Special Item Numbers (SINs) and Services and Rates

1a. Special Item Numbers (SINs) and Services

SIN	Recovery	SIN Description
874-1	874-1RC	Integrated Consulting Services
874-5	874-5RC	Ancillary Supplies and/or Services

1b. Billing Rates (Hourly):

Awarded Labor Categories	5/8/15 - 5/7/16	5/8/16 - 5/7/17	5/8/17 - 5/7/18	5/8/18 - 5/7/19	5/8/19 - 5/7/20
C-level Consultant/Coach	\$500.00	\$510.50	\$521.22	\$532.17	\$543.34
Program Manager	\$400.00	\$408.40	\$416.98	\$425.73	\$434.67
Executive Consultant/Coach	\$425.00	\$433.93	\$443.04	\$452.34	\$461.84
Senior Consultant/Coach	\$375.00	\$382.88	\$390.92	\$399.12	\$407.51
Consultant/Coach	\$275.00	\$280.78	\$286.67	\$292.69	\$298.84
Junior Consultant	\$78.79	\$80.44	\$82.13	\$83.86	\$85.62
Senior Technical Support	\$160.00	\$163.36	\$166.79	\$170.29	\$173.87
Technical Support	\$100.00	\$102.10	\$104.24	\$106.43	\$108.67
Graphic Designer, Writer, Editor	\$125.00	\$127.63	\$130.31	\$133.04	\$135.84
Project Coordinator	\$95.00	\$97.00	\$99.03	\$101.11	\$103.23
Staff Support	\$78.79	\$80.44	\$82.13	\$83.86	\$85.62

Pricing includes the Industrial Funding Fee of 0.75%. See below for labor category descriptions.

2. Maximum Order	\$1,000,000.00
3. Minimum Order	\$100.00
4. Geographic Coverage	Cambria Consulting will provide domestic and overseas delivery.
5. Points of Production	Cambria Consulting is headquartered in Boston, Massachusetts. We also have remote employees with individual home office locations in Connecticut, North Carolina, and Virginia. And we have relationships with independent contractors and project based employees throughout the country and around the world.
6. Discount from list prices	No discounts from the price list above are contemplated
7. Quantity discounts	No quantity discounts from the price list above are contemplated
8. Prompt payment terms	Payment terms are Net due 30 days

9. Government purchase cards	Government purchase cards are accepted for purchases at or below the required micro purchase threshold. Government purchase cards are not accepted for purchases above the required micro-purchase threshold.
10. Foreign items	All support products will be developed in the US.
11. Delivery requirements	All support products are custom developed, and are not covered under expedited delivery requirements
12. F.O.B. Points	F.O.B. Origin
13. Ordering Address and Procedures	For ordering information please contact: Stephen F. Neubert, Partner Cambria Consulting, Inc. One Bowdoin Square, 9th Floor Boston, MA 02114-2927 Stephen can also be reached at 617-523-7500 and legal@ambriaconsulting.com . For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) and a sample BPA can be found at the GSA/FSS Schedule homepage (http://fss.gsa.gov/schedules).
14. Payment address	For payment by checks: Cambria Consulting, Inc., One Bowdoin Square, Boston, MA 02114-2927. Cambria Consulting has also registered with PAID system through http://fms.treas.gov/paid/ and through the System for Award Management (SAM).
15. Warranty provision	Cambria Consulting warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.
16. Export packing charges	Shipping expenses that include export packing charges will be included as extra costs.
17. Terms and Conditions of Government purchase card	See Item 9 above
18. Terms and Conditions of rental, maintenance and repair	Not applicable
19. Terms and Conditions of installation	Not applicable
20. Terms and Conditions of repair parts and other services	Not applicable
21. Service and distribution points	Not applicable
22. Participating dealers	Not applicable
23. Preventative maintenance	Not applicable
24. Special attributes of services	Not applicable

25. Data Universal Number System (DUNS) number	13-0845167
26. System for Award Management (SAM)	Cambria Consulting, Inc.'s SAM registration is valid

Labor Category Descriptions

Labor Category	Description	Minimum Qualifications
C-level Consultant/Coach	<ul style="list-style-type: none"> Contributes deep subject matter expertise to addressing complex, C-level human capital needs and challenges Provides advisory, coaching, facilitation, and design services Creates, delivers, and manages talent life cycle strategies and solutions that build C-level capability 	<u>Education</u> Master's degree <u>Experience</u> 25 years
Program Manager	<ul style="list-style-type: none"> Oversees projects to ensure quality, consistency in project processes/methodologies, content, best practices Identifies and incorporates innovations and best practices across projects Serves as technical/functional advisor to project managers to assist in problem solving Establishes relationships and processes with internal and external resources 	<u>Education</u> Master's degree <u>Experience</u> 25 years
Executive Consultant/Coach	<ul style="list-style-type: none"> Contributes deep subject matter expertise to addressing complex, executive-level human capital needs and challenges Provides advisory, coaching, facilitation, and design services Creates, delivers, and manages talent life cycle strategies and solutions that build executive-level capability 	<u>Education</u> Bachelor's degree <u>Experience</u> 20 years
Senior Consultant/Coach	<ul style="list-style-type: none"> Contributes deep subject matter expertise to addressing complex, strategic human capital needs and challenges Provides advisory, coaching, facilitation, and design services Creates, delivers, and manages talent life cycle strategies and solutions that build broad organizational capability 	<u>Education</u> Bachelor's degree <u>Experience</u> 15 years

Consultant/Coach	▪ Contributes subject matter expertise to addressing human capital needs and challenges	<u>Education</u> Bachelor's degree
	▪ Provides advisory, coaching, facilitation, and design services	<u>Experience</u> 10 years
	▪ Creates, delivers, and manages talent life cycle solutions that build organizational capability	
Junior Consultant	▪ Contributes to the planning, design, coordination, research, development, and implementation/delivery of project solutions and deliverables	<u>Education</u> Bachelor's degree
		<u>Experience</u> 5 years
Senior Technical Support	▪ Manages client IT projects, including project planning, resource management, client communications, scope and billing	<u>Education</u> Bachelor's degree
	▪ Creates functional and technical specifications for the system	<u>Experience</u> 10 years
Technical Support	▪ Coordinates and provides first line computer hardware and software technical support, configures and maintains systems, provides help desk support	<u>Education</u> Bachelor's degree
		<u>Experience</u> 5 years
Graphic Designer, Writer, Editor	▪ Develops print and digital materials for client projects	<u>Education</u> Bachelor's degree
	▪ Coordinates materials development and production activity, resources, and personnel	
	▪ Proofreads and performs preflight checks prior to production	<u>Experience</u> 5 years
Project Coordinator	▪ Plans and coordinates projects	<u>Education</u> Bachelor's degree
	▪ Prepares project plans and budgets	
	▪ Communicates progress and changes to project team and client	<u>Experience</u> 10 years
	▪ Ensures quality and accuracy of deliverables	
Staff Support	▪ Provides support to all staff with ongoing work and special projects as requested following specified processes	<u>Education</u> Bachelor's degree
	▪ Performs data-entry and other office related tasks	<u>Experience</u> 5 years

Service Contract Act

Cambria Consulting, Inc. is aware that the Service Contract Act (SCA) is applicable to this contract as it applies to the entire MOBIS Schedule and all services provided. While none of Cambria's awarded labor categories are subject to SCA due to exemptions for professional

employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), we understand that this contract still maintains the provisions and protections for SCA eligible labor categories.

If Cambria adds an SCA labor category / employee to the contract through the modification process, we will inform our Contracting Officer and establish an SCA matrix identifying the GSA labor category title, occupational code, SCA labor category title, and applicable WD number. We understand that failure to do so may result in cancellation of the contract.